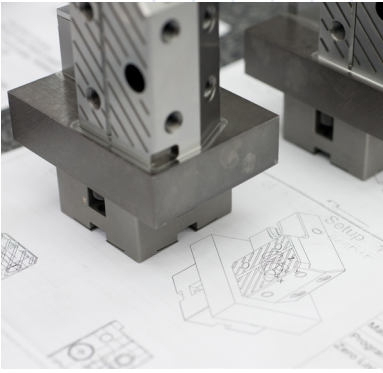


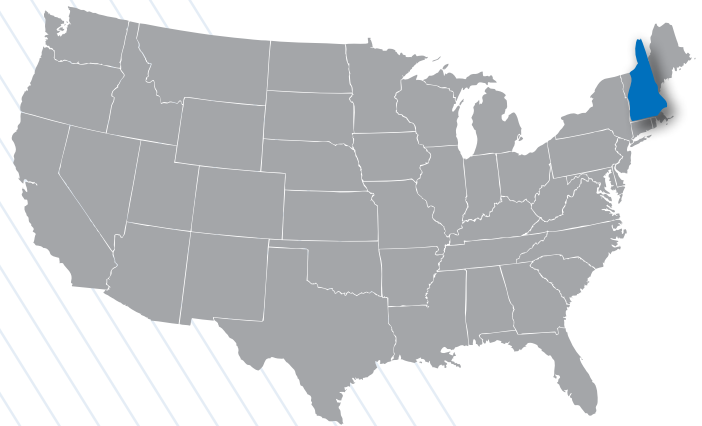
NEW HAMPSHIRE

Making an Impact on U.S. Manufacturing
MANUFACTURING EXTENSION PARTNERSHIP



New Hampshire Manufacturing Extension Partnership

The New Hampshire Manufacturing Extension Partnership (NH MEP) is able to leverage a vast array of public and private resources and services that are available to every manufacturing enterprise in the state. NH MEP will assist organizations in a transformation from traditional to world-class manufacturer. Their experienced project managers will work with an organizations team to identify conditions which impede the ability to become more competitive and prosperous. NH MEP can assist in providing the resources to help maximize profits. In working side by side with an organizations staff, the MEP becomes a partner for success. NH MEP provide affordable, innovative solutions to the problems encountered by today's manufacturing enterprise by facilitating interaction between industry, government and academia. Included among NH MEP's services are: Systematic Continuous Improvement, Workforce Strategies, Lean Green & Energy, Technology Acceleration, and Supplier Development.



For more information, contact

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THE MEP NETWORK

New Hampshire MEP CLIENT IMPACTS

Impacts are based on clients receiving service in FY2012

Total Increased/
Retained Sales



\$52.2 Million

Total Increased/
Retained Jobs



202

New Client
Investments



\$29.36 Million

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U.S. DEPARTMENT OF COMMERCE • NATIONAL INSTITUTE OF STANDARDS AND TECHNOLOGY • MANUFACTURING EXTENSION PARTNERSHIP

CLIENT SUCCESS: SALIENT SURGICAL TECHNOLOGIES

“ Medtronic is consistently trying to improve and innovate both with our devices and our relationships. The NHMEP has been a diligent advocate, not only for our business, but for all businesses in NH, who are interested in improving their global competitiveness. We are grateful to always have the resources they provide to our business and our suppliers.”

David LeGault, Facilities Manager

Fusing the Components of a Successful Future- Medtronic Advanced Energy

Salient Surgical Technologies, now Medtronic Advanced Energy, was originally established in 1999 as TissueLink Medical, a medical technology company, which developed applications used to control bleeding, primarily during liver cancer surgery. Today, they hold patents on several advanced energy devices used in surgical procedures, which they develop, manufacture and market from their Portsmouth, New Hampshire facility. Medtronic has 150 in-house employees in Portsmouth and an external sales force of close to 200. The company's products are distributed throughout North America, Europe and Asia.

Situation:

In their early days, Salient consisted of office and distribution only. No actual manufacturing was done in-house. The rapid growth of the company triggered plans to construct a new facility, which would include a clean room to accommodate in-house production. Medtronic wanted it incorporated lean culture as they transitioned to their new building. Throughout construction of the new building lean manufacturing ideas were incorporated into the conceptual layout of the clean room and its design. Facilities Manager Dave LeGault also felt that the training the New Hampshire Manufacturing Extension Partnership (NHMEP), offered would be instrumental in teaching Medtronic employees the basic lean tools and terms to help them identify waste and how to remove it from the manufacturing processes.

Solution:

Basic Lean Training began with classes of 20 individuals including a cross section of direct manufacturing personnel, manufacturing engineers, design engineers, quality, operations, inventory control, office, clerical, sales and marketing, customer service staff, and in addition their contract manufacturers. The company feels that the lean training events really paid off, as employees enjoyed the classes and recognized that lean applies to any process driven activity- not just manufacturing.

During this period of rapid growth the company introduced new products and increased sales of existing products. NHMEP helped them successfully bridge the gap between R &D and manufacturing. By constantly working on and investing in R&D, prototyping, and innovation, Medtronic was able to branch into hip, knee, and spinal surgery. Medtronic's contract manufacturing partners continue to embrace lean initiatives and are a strong player in the growth of the business.

Results:

- * Produced 60% of their product as opposed to outsourcing 100%
- * Added 15 new jobs to the clean room
- * Reduced release time on new products by 50%
- * Reduced cycle time and improved inventory turns and cash flow
- * Added more product lines
- * Since 2003, as the company expanded globally business has increased 3300%

15 new jobs